

# Target Market Determination

## Bonus Saver Account

<b>Product</b>	Bonus Saver Account
<b>Issuer</b>	MyState Bank Ltd ABN 89 067 729 195 ACN 067 729 195 AFSL / ACL 240896
<b>Date of TMD</b>	5 October 2021
<b>Target Market</b>	<p><b>Description of target market</b></p> <p>The features of this product are likely to be consistent with the likely objectives, financial situation and needs of consumers who are aged 13 years or over and who:</p> <ul style="list-style-type: none"> <li>• meet the eligibility criteria;</li> <li>• have a linked eligible MyState transaction account;</li> <li>• require a savings account separate to their everyday transaction account to make regular deposits to help them with their savings goals;</li> <li>• require an account that earns interest on saved balances;</li> <li>• requires the ability to earn interest on deposits but with little to no risk of loss of capital;</li> <li>• are able to meet the eligibility criteria to accrue bonus interest;</li> <li>• have saved balances of up to \$250,000; and</li> <li>• require access to their funds at call as required.</li> </ul> <p>The product is suitable for a wide range of potential financial situations and life stages</p> <p><b>Target market rationale</b></p> <p>The Bonus Saver Account is an easy to use account with low fees which enables consumers who are unable to commit to a minimum balance to earn interest on their funds at the same time as having those funds at call.</p> <p>The product is low risk because deposits of up to \$250,000 per customer are guaranteed by the Financial Claims Scheme (FCS).</p> <p><b>Description of product, including key attributes</b></p> <p>Access methods include transfers to an eligible linked MyState transaction account via:</p> <ul style="list-style-type: none"> <li>• Internet and mobile banking</li> <li>• Branch</li> </ul> <p>Access methods do not include:</p> <ul style="list-style-type: none"> <li>• Telephone Banking</li> <li>• BPAY, OSKO, periodical payments</li> </ul>

- Visa Debit Card (including Apple Pay, Google Pay, Samsung Pay, Fitbit Pay and Garmin Pay)
- RediCARD
- ATM
- Bank@Post
- Cheque book

#### Fees

- Nil monthly account keeping fee
- Unlimited free transfers to the linked MyState transaction account
- Fees apply if account becomes overdrawn
- Fees apply if transactions are dishonoured / rejected

#### Interest

- Interest is payable at the base rate if bonus interest eligibility criteria is not met
- Interest is payable at the base rate plus bonus rate if bonus interest eligibility criteria is met for balances up to \$250,000
- Interest is payable at the base rate for any component of the account balance which exceeds \$250,000

#### Bonus Interest Eligibility Criteria

- Bonus interest is payable each calendar month where (a) eligible deposits of \$20 or more are made to the Bonus Saver account and (b) 5 eligible Visa transactions are made and settled from the linked MyState transaction account in that calendar month

#### ***Classes of customers for whom the product may be unsuitable***

This product may not be suitable for customers who:

- do not intend to have a linked MyState transaction account;
- require the flexibility of additional payment methods such as BPAY, OSKO or periodical payments from their savings account;
- require fixed interest rate options for a set term;
- will not meet the eligibility criteria;
- have deposit balances exceeding \$250,000 (as Bonus Interest is only payable if eligibility criteria is met for balances up to \$250,000).

Distribution Conditions	<b>Channel</b>	<b>Conditions</b>
	Direct - online	Where applicants do not have a linked MyState transaction account, MyState will open one.
	Direct – by phone	As above. Only authorised bankers are permitted to assist consumers with this product as these staff will have the necessary training, skills and knowledge to assess whether the consumer is within the target market.
	Direct – in branch	As above. Only authorised bankers are permitted to assist consumers with this product as these staff will have the necessary training, skills and knowledge to assess whether the consumer is within the target market.
<p>We may advertise this product on third party websites. To the extent that the conduct of the third party website constitutes retail product distribution conduct, the third party website must have regard to the TMD for the product. Our arrangements with third party websites are appropriate because third party websites do not assist customers to apply for our products. All product applications must be made directly to us and we take reasonable steps to determine whether the consumer is within the target market.</p> <p><u>Distribution restrictions</u></p> <ul style="list-style-type: none"> <li>• Applicants must be 13 years of age or older.</li> <li>• When applying online, applicants must be 18 years of age or older.</li> <li>• Non-Australian Citizens can only apply for a Bonus Saver Account by phone or in branch.</li> </ul>		
Review Triggers	<p>The review triggers that may reasonably suggest that the TMD is no longer appropriate include:</p> <ul style="list-style-type: none"> <li>• A significant dealing of the product to customers outside the target market occurs;</li> <li>• A significant number of customer complaints in relation to the product during the preceding 6 months;</li> <li>• A material change to the product or the terms and conditions of the product occurs which may result in the target market no longer being appropriate;</li> <li>• e.g. a material increase in fees; a material change to withdrawal limits or transaction methods; a material reduction in interest rate</li> <li>• A significant number of account closures;</li> <li>• A significant number of account switches to other MyState products whilst the product is still offered.</li> </ul>	
Review Periods	<p><b>First review date:</b> 5 October 2022  <b>Periodic reviews:</b> every 1 year after the initial and each subsequent review</p>	



Distribution Reporting Requirements	The following information must be provided to MyState by distributors who engage in retail product distribution conduct in relation to this product:		
	Type of Information	Description	Reporting period
	Complaints	Number of complaints	Every 6 months
	Significant dealing(s)	Date or date range of the significant dealing(s) and description of the significant dealing (e.g. why it is not consistent with the TMD)	As soon as practicable, and in any case within 10 business days after becoming aware
	Account closures	Number of account closures during the period as a percentage of accounts. Number of account closures during the period compared with account openings.	Annually
Account switches	Number of account switches to other MyState Accounts in the period where the account was opened in the period. Number of account switches to other MyState Accounts in the period where the account was opened in a previous period.	Annually	